

TABLE 1

IAQ SCRIPT

We are booked to conduct a home inspection for you: Would you be interested in having a thorough review of the IAQ issues in your home?

WHAT IS AN IAQ?

An indoor air quality assessment takes a close look at pollutants and potential causes of pollutants in and around your home & provides recommendations to help make the home a healthier living space.

WHAT ARE THE BENEFITS? WHAT DO THEY LOOK AT?

(Read off a few of the following items to perk interest)

- inspects landscaping/drainage for possible conditions which can cause infestation problems (water runs to open cracks in foundations; swampy yard; etc).
- inspect for exterior wall penetrations/damage (causes of past/present water intrusion). Use testing tool to detect high moisture levels behind finished walls.
- a venting check of the furnace and hot water tank – (indications of flue gas backflow into the house which may indicate an air imbalance in the home)
- review of onsite storage for hazardous products, such as but not limited to chemicals, phenols, asbestos and combustibles.
- odor check: organic, phenols, Mold/mildew
- Mold/mildew check of windows, basement and attic. Potential fungus or other growths, and sample materials for testing if requested (testing would be an additional charge).
- Excess moisture check: (window condensation, faulty toilet seals, high moisture levels behind tub surrounds).
- potential building health issues
- carbon monoxide level check.
- Inspect for asbestos

Possible questions to ask client:

- Do you or anyone in your family have asthma, allergies or an autoimmune deficiency?
- Your home is older and could potentially have significant challenges regarding IAQ. (i.e., asbestos, poor ventilation, no bathroom exhaust fans, moisture/mold concerns, etc...)

HOW MUCH IS THIS EXTRA SERVICE?

We currently have a special introductory offer of
Does this sound like something that would interest you?

At this point, if client still sounds a bit unsure, add a couple more points from list. Then try to close the sale.

TABLE 2

IAQ INSPECTION CHECKLIST

Date: _____ Time: _____ Contract signed Yes

Client: _____ Address: _____

BLG TYPE: SF TOWN CONDO HI-RISE _____ AGE: _____

SITE COND: WET DAMP SWAMPY DRY RURAL SUBDIV INDUST AGRICULT

WEATHER: TEMP ____ c M.C. ____ % RAIN DRY SUNNY WINDY SNOW WET

SITE DEVEL: LANDSCAPED OPEN DITCHES POORLY DRAINED STANDING WATER

- ROADS: DIRT PAVED WELL DRAINING STORM SEWER
- _____
- _____
- LANDSCAPING: BLOOMING PLANTS OVERHANGING TREES ENCROACHING SHRUBS
- _____
- GOOD/ POOR AIRFLOW INVERSION PROTECTED
- _____

HOUSE EXTERIOR: CONDITION POOR GOOD FAIR _____

- VISIBLE WATER INTRUSION STAINING GROUND SUBSIDENCE
- _____
- ROT PAINT PEEL @ WOOD SURFACES STIPPLE PEEL
- _____
- WINDOWS: CONDENSATION PAINT PEEL ROT FAILED SEAL
- _____
- AIR VENTS: CLOGGED DAMAGED SCREENS AIR CONTAMINATION NEARBY
- _____
- EVIDENCE OF: PESTS/ VERMIN CONSULT WITH EXTERMINATOR
- _____
- AIR SUPPLY/EXHAUST: BATHS RANGEHOOD DRYER HRV MECH MAKEUP
- _____
- AIR SUPPLY: FIREPLACES HIGH DEMAND KITCHEN FAN _____

ROOF: CONDITION: POOR GOOD FAIR _____

- FLASHING: DAMAGE LEAK POTENTIAL MOSS ROT DAMAGED VENTS
- LEAK: ACTIVE POTENTIAL STAINING GROWTH IAQ ISSUE

ATTIC: CONDITION: DRY MUSTY STALE MOIST HOT ACTIVE STAINING FRESH

- POORLY VENTILATED LOW/ HI INSUL LEVELS VERMICULITE MILDEW

GARAGE: CONDITION: POOR GOOD FAIR EXCESS CLUTTER MILDEW SMELL

- ATTACHED DETACHED ACCESS TO HOUSE/ WALL SEAL NOT/ OK
- ODOR: ORGANIC CHEMICAL VISIBLE ROT/ DECAY IAQ ISSUE
- STORAGE: GAS PAINTS GARBAGE ORGANICS _____ IAQ ISSUE

MECHANICAL:

- FURNACE COMBUSTION POOR ADEQUATE CO TEST OK
 - COMBUSTION AIR INTERNAL INADEQUATE EXTERNAL BLOCKED
- HEAT EQPT: ASBESTOS ODOR CORROSION HAVE FURTHER ASSESSED
- HUMIDIFIER: DRUM/ SPRAY TYPE BIOLOGICAL BUILD UP IAQ ISSUE
- BATH/ KITCHEN EXHAUST: REQUIRED POOR BLOCKED HIGH MOISTURE
- _____

INTERIOR DEVELOPMENT: MOISTURE LEVEL ____ % HIGH TEMP ____ °C

- DUSTY DIRTY MUSTY CLUTTERED EXCESS STORAGE
- FRIDGE DRAIN PAN BIOLOGICAL BUILDUP CLEAN
- CLEANING PRODUCTS: PERFUME TYPE HAZARDOUS IAQ ISSUE
- LEAD PAINT POTENTIAL IAQ ISSUE

- ACTIVE WATER LEAKS STAINS BIOLOGICAL BUILDUP IAQ ISSUE

- WINDOWS: WATER DAMAGE BIOLOGICAL BUILDUP IAQ ISSUE

• FURTHER TESTING RECOMMENDED

○ BULK (MOLD)@ _____	TAKEN	DECLINED	_____
○ BULK (MOLD)@ _____	TAKEN	DECLINED	_____
○ AIR SAMPLE @ _____	TAKEN	DECLINED	_____
○ AIR SAMPLE @ _____	TAKEN	DECLINED	_____
○ Water Quality @ _____	TAKEN	DECLINED	_____
○ Water Quality @ _____	TAKEN	DECLINED	_____
○ CO ₂ TEST _____	TAKEN	DECLINED	_____
○ FORMALDEHYDE TEST _____	TAKEN	DECLINED	_____
○ ASBESTOS TEST @ _____	TAKEN	DECLINED	_____
○ LEAD PAINT TEST @ _____	TAKEN	DECLINED	_____
○ LEAD PAINT TEST @ _____	TAKEN	DECLINED	_____

GENERAL

- ELECTRICAL SHOCK SAFETY ISSUES

- CARPET/ FURNITURE – OFF GASSING

HEALTH

OCCUPANT HEALTH CONDITIONS – If possible	CLIENT HEALTH CONDITIONS – If possible
• GENERAL HEALTH ISSUES	• GENERAL HEALTH ISSUES
○ Flu, nose bleeds, headaches, low strength	○ Flu, nose bleeds, headaches, Low strengt
○ .	○ .
• LONG TERM HEALTH ISSUES	• LONG TERM HEALTH ISSUES
○ Anti-immune/ immune deficient	○ Anti-immune/ immune deficient
○ Physical anomalies	○ Physical anomalies
○ .	○ .
○	○
○	○

COMMENTARY

A generally clean/ dirty/ unsanitary/ home could be cleaned to a higher level to remove (dust bunnies/ mildew at windows/ grout lines/ lint build up in laundry).

QUICK LIST OF THINGS THAT CAN BE DONE TO PROVIDE FOR BETTER IAQ IN THE HOME

- | | | |
|-----|-------|----------------------------|
| 1. | _____ | Cheap/ moderate/ expensive |
| 2. | _____ | Cheap/ moderate/ expensive |
| 3. | _____ | Cheap/ moderate/ expensive |
| 4. | _____ | Cheap/ moderate/ expensive |
| 5. | _____ | Cheap/ moderate/ expensive |
| 6. | _____ | Cheap/ moderate/ expensive |
| 7. | _____ | Cheap/ moderate/ expensive |
| 8. | _____ | Cheap/ moderate/ expensive |
| 9. | _____ | Cheap/ moderate/ expensive |
| 10. | _____ | Cheap/ moderate/ expensive |

TABLE 3

INTRODUCTORY IAQ OFFER FOR HOME INSPECTIONS

This IAQ INTRODUCTORY offer is for our home inspection clients who have chosen to have the IAQ option conducted at time of home inspection.

What is IAQ? An Indoor Air Quality Assessment takes a close look at pollutants and potential causes of pollutants in and around the house and provides recommendations to help make the home a healthier living space.

This additional visual service provides the following review/ benefits:

- Landscaping/ drainage (swampy conditions-infestations):
- Exterior wall penetrations/damage (causes of past/present water intrusion):
- Venting check:
 - o appliances, attic, fireplace (good/ poor exhaust/ ventilation)
- Backdrafting check:
 - o furnace, hotwater tank (causes of flue gas backflow into house)
- Review of storage for hazardous products:
 - o Chemicals, phenols, asbestos, combustibles (causes of mild discomfort)
- Odor check
 - Organic, phenols, MOLD/ MILDEW
- Mold/ mildew check: windows, basement, attic
 - fungus, growth, sampling suggestion
- Excess moisture check
 - Water intrusion, window condensation, toilet seals
- Building health issues
- Carbon Moxide (CO) level check

Your report card on the house will include suggestions and recommendations to provide a better, more comfortable indoor environment.

Operations Manager